

Message Text

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TO AMEMBASSY ADDIS ABABA PRIORITY

AMEMBASSY GABORONE

AMEMBASSY LAGOS

INFO AMEMBASSY DAKAR PRIORITY

AMCONSUL JOHANNESBURG

UNCLAS STATE 246252

E.O. 11652 NA

TAGS: BEXP, NI, ET, SG, MR, LI

SUBJECT: PROCUREMENT STATUS OF AVIATION ELECTRONICS
AND GROUND SUPPORT EQUIPMENT TO NIGERIA, BOTSWANA AND
ETHIOPIA, JANUARY 26 - FEBRUARY 6, 1976.

REF: STATE 151257 AND 177709

1. A PARTICIPATION AGREEMENT HAS BEEN RECEIVED FROM
E-SYSTEMS, MONTEK DIVISION, SELLING VOR/DME NAVIGATION
SYSTEM EQUIPMENT. THE FOLLOWING FIRMS HAVE INDICATED A
POSITIVE INTEREST IN PARTICIPATING IN THE MISSION. TEXAS
INSTRUMENTS INC. (RADIO COMMUNICATION EQUIPMENT),
LOCKHEED ELECTRONICS CO. INC. (AIR TRAFFIC CONTROL SYSTEM,
CRASH RECORDERS, MICROFILM RECORDERS) AND CARDION
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ELECTRONICS (AUTOMATED WEATHER SYSTEM).

2. USDOC HAS HAD THE SOLICITATION COOPERATION OF AIRWAYS ENGINEERING CORP. AND TELCOM, WHO ARE ENGINEERS AND CONSULTANTS FOR PROJECTS IN NIGERIA AND ETHIOPIA.

3. CONVERSATIONS HELD WITH WORLD BANK OFFICIALS INDICATE THERE IS NOTHING IN THEIR LENDING PROGRAM TO PRESENTLY SUPPORT THE ETHIOPIAN REGIONAL AIRFIELD EXPANSION PROGRAM. HOWEVER, THEY INDICATE THAT THE PROGRAM COULD BE REVIVED UPON COMPLETION OF A NEW STUDY BY AIRWAYS ENGINEERING

CONCERNING THE USE OF STOL (SHORT TAKE-OFF AND LANDING) AIRCRAFT.

4. COMMERCE HAS BEEN IN COMMUNICATION WITH MAJOR AVIONIC FIRMS SUCH AS BOEING UNITED AIRCRAFT, CESSNA AND FAIRCHILD WHO INDICATE THEY HAVE ADEQUATE MARKET COVERAGE. CONTACT HAS BEEN MADE WITH APPROXIMATELY 1,942 FIRMS. THEIR RESPONSE HAS BEEN MOST DISAPPOINTING.

5. SOLICITATION DEADLINE IS NOVEMBER 14. COMMERCE WILL CONTINUE TO ACTIVELY SOLICIT PARTICIPATION IN THE MISSION TO THAT DATE. ANY SUGGESTIONS OR COMMENTS BY THE ACTION POSTS WHICH MIGHT FORTIFY THE PROCUREMENT EFFORT WILL BE MOST APPRECIATED. WHAT ARE THE MARKETING POSSIBILITIES FOR TICKETING COMPUTERS, AIRPORT LIGHTING AND AIRPORT SERVICES INCLUDING CAR RENTALS. KISSINGER

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